



coupon point of sale

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### Competitive Coupon Targeting - group of 2 »

G Shaffer, ZJ Zhang - Marketing Science, 1995 - JSTOR

... **Coupons** facilitate price discrimination because only those consumers that present a **coupon** at the **point of sale** receive a discount; all other consumers pay the ...

Cited by 42 - [Web Search](#) - [BL Direct](#)

### Cross sectional study of young people's awareness of and involvement with tobacco marketing - group of 11 »

L MacFadyen - BMJ, 2001 - bmj.bmjournals.com

... compared against non-smokers and tried smokers (0). The independents included all marketing variables (advertising, **point of sale**, **coupon** schemes, sponsorship ...

Cited by 28 - [Web Search](#) - [BL Direct](#)

### A benefit congruency framework of sales promotion effectiveness - group of 4 »

P Chandon, B Wansink, G Laurent - 2000 - ged.insead.edu

... (eg, seeing a promotion on a product) and usage (eg, redeeming a **coupon** or buying a ... signal the availability of the brand at the **point of sales** and advertise ...

Cited by 71 - [Web Search](#) - [Library Search](#) - [BL Direct](#)

### The Food Distribution System of the Future: Convergence Towards the US or UK Model?

RW Cotterill - Agribusiness, 1997 - doi.wiley.com

... turn for the promise to perform certain promotion- al activities at the **point of sale**. ... and/or ad- vertising the special price via a redeemable **coupon** in the ...

Cited by 17 - [Web Search](#) - [BL Direct](#)

### Sales Promotions on the Internet - group of 10 »

M Kumar, A Rangachari, A Jhingran, R Mohan - Proceedings of the Third Usenix Workshop on Electronic ..., 1998 - unix.org

... Manufacturer's **coupons** are also dispensed at the **point of sale**, attached to the merchandise (for cross sales, up sales and immediate discounts), or presented ...

Cited by 11 - [Cached](#) - [Web Search](#)

### Sales Effectiveness of Comparative Advertising: An Experimental Field Investigation - group of 2 »

ZS Demirdjian - The Journal of Consumer Research, 1983 - JSTOR

... The first comparison of total **coupon** redemption for Scripto and Pa ... wear out as quickly as the nylon **point** used by ... in the same study on the **sale** effectiveness of ...

Cited by 6 - [Web Search](#)

### Pleasant Surprises: Consumer Response to Unexpected In-Store Coupons - group of 10 »

CM Heilman, K Nakamoto, AG Rao - JOURNAL OF MARKETING RESEARCH, 2002 - extenza-eps.com

... result of a surprise **coupon** will buy other products on **sale** to maintain ... does not exactly mimic the experience of receiving a **coupon** at the **point of purchase** ...

Cited by 15 - [Web Search](#) - [BL Direct](#)

### Price Discrimination Using In-Store Merchandising

SK Dhar, SJ Hoch - Journal of Marketing, 1996 - JSTOR

... **Coupons** incur additional printing costs and cashier labor costs during redemption. ... checks to ensure that the tag prices match the **point-of-sale** scan prices. ...

Cited by 27 - [Web Search](#) - [BL Direct](#)

### Exposure to Sales Flyers and Increased Purchases in Retail Supermarkets

S Burton, DR Lichtenstein, RG Netemeyer - Journal of Advertising Research, 1999 - questia.com

... sensitivity, value consciousness, **sale** proneness, and **coupon** proneness, that were predicted to be related to advertising exposure. **Point-biserial** correlations ...

Cited by 5 - [Web Search](#) - [BL Direct](#)

### Contextual Marketing: The Real Business of the Internet - group of 2 »

D Kenny, JF Marshall - HARVARD BUSINESS REVIEW, 2000 - uncg.edu

... Interactive TV is years away from mass adoption. **E-coupons** and other methods of reaching the customer at the **point of sale** are in their infancy. ...

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coupon point of sale

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## EAST Search History

Ref #	Hits	Search Query	DBs	Default Operator	Plurals	Time Stamp
S1	5	(US-20010049626-\$).did. or (US-6138911-\$ or US-4674041-\$ or US-6151587-\$ or US-6286758-\$). did.	US-PGPUB; USPAT	OR	ON	2006/03/30 11:13
S2	21	(US-20030216958-\$ or US-20010001145-\$ or US-20020046082-\$ or US-20020033794-\$).did. or (US-6230143-\$ or US-6138911-\$ or US-6278979-\$ or US-5923016-\$ or US-4674041-\$ or US-5708782-\$ or US-5250789-\$ or US-5201010-\$ or US-5256863-\$ or US-6377935-\$ or US-5478160-\$ or US-4882675-\$ or US-4739478-\$ or US-7013286-\$ or US-5890135-\$ or US-5612527-\$ or US-5368129-\$).did.	US-PGPUB; USPAT	OR	ON	2006/03/29 13:59
S3	11112	point adj sale	US-PGPUB; USPAT	OR	ON	2006/03/30 11:13
S4	62620	coupon advertisement bonus	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S5	212263	(bill adj2 sale) (receipt)	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S6	212168	receipt	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S7	1754	S4 with S5	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S8	65707	("235").CLAS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 10:04
S9	40415	("705").CLAS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 10:04
S10	2441	car adj wash	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S11	3185526	merg\$5 incorpor\$5 integrat\$5 render\$5 overlay\$4 combin\$4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S12	1172650	pick choose select identify	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S13	3727	S12 near3 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S14	894	S4 near3 S6	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04

## EAST Search History

S15	256	S13 and S14	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S16	3856067	future following succeeding successive later subsequent	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S17	2592	S16 near3 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S18	83	S3 near5 S5	USPAT	OR	ON	2006/03/29 10:04
S19	30	S12 near5 S16 near5 S4	USPAT	OR	ON	2006/03/29 10:04
S20	0	S19 and S18	USPAT	OR	ON	2006/03/29 10:04
S21	3504	(705/14).CCLS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 10:04
S22	526	S21 and (S4 same S5)	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S23	4584	S12 near5 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S24	1130	S4 near5 S5	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S25	5112	S12 near7 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S26	3727	S12 near3 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S27	581759	distribute dispense allocate (hand adj out) (deal adj out) (dole adj out) issue	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S28	18	S3 with S10	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S29	4	S5 near3 S11 near3 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S30	20	S16 near3 S4 near3 S6	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S31	2	("5478160").URPN.	USPAT	OR	ON	2006/03/29 10:04
S32	30	S12 near5 S16 near5 S4	USPAT	OR	ON	2006/03/29 10:04
S33	4	S3 with S4 with S12	USPAT	OR	ON	2006/03/29 10:04

## EAST Search History

S34	15	((("20010042014") or ("20010051894") or ("20020004746") or ("20020038456") or ("20020128903") or ("20030135853") or ("20030163373") or ("20030165128") or ("20030212759") or ("4949256") or ("5822735") or ("5903830") or ("5917913") or ("6016476") or ("6587835")).PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 10:04
S35	54	S25 same S3	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S36	24	S12 with S4 with S3	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S37	48	S21 and S8 and S26	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S38	23	S27 near5 S3 near5 S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S39	7	S27 same S3 same S4 same S12	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S40	894	S4 near3 S5	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S41	366	S40 and S9	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S42	113	S3 and S41	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S43	148	S15 and S9	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S44	165	S21 and S23 and S24	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S45	135	("4882675").URPN.	USPAT	OR	ON	2006/03/29 10:04
S46	221	S8 and S26	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S47	366	S40 and S9	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S48	461	S3 with S4	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S49	894	S4 near3 S5	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04
S50	6	SurePOS	US-PGPUB; USPAT	OR	ON	2006/03/29 10:04

## EAST Search History

S51	37	("20010049626"   "20010052000"   "20020046117"   "20020092907"   "20020120508"   "20020139846"   "20020147648"   "20020166119"   "20020184098"   "20030028285"   "20030052165"   "20030055530"   "20030075600"   "20030088832"   "20030103644"   "20030115096"   "20030126013"   "20030200008"   "5250789"   "5504675"   "5642484"   "5719781"   "5774868"   "5814798"   "5821513"   "5859414"   "5966696"   "6029890"   "6098879"   "6129274"   "6152591"   "6269173"   "6314406"   "6422464"   "6549912"   "6550672"   "6778967").PN.	US-PGPUB; USPAT; USOCR	OR	ON	2006/03/29 10:04
S52	1	("5832457").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 10:40
S53	1	("20010049626").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 13:59
S54	1	("6778967").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 13:59
S55	21	("3852576"   "4723212"   "4821186"   "4825045"   "4910672"   "5056019"   "5173851"   "5200889"   "5202826"   "5481094"   "5521364"   "5612868"   "5806045"   "5822735"   "5862222"   "6098879"   "6116505"   "6152591"   "6157871"   "6298329"   "6321984").PN.	US-PGPUB; USPAT; USOCR	OR	ON	2006/03/29 14:10
S56	37	("20010032266" "20020026348" "20020077889" "20030061100" "20030074261" "20040039661" "20040041022" "20050096988" "4554446" "4896791" "4993714" "5197001" "5235509" "5459306" "5708782" "5832457" "5918211" "5918211" "5924078" "6041268" "6047262" "6047310" "6144743" "6298329" "6334108" "6343739" "6364206" "6401074" "6501531" "6529881" "6529940" "6546418" "6611810" "6611811" "6643626" "6647372" "6650429" "6650429" "6892183").PN.	US-PGPUB; USPAT; USOCR	OR	ON	2006/03/29 14:10

## EAST Search History

S57	47	("4671512"   "4800493"   "4910672"   "5008519"   "5128520"   "5192854"   "5250789"   "5278396").PN. OR ("5481094").URPN.	US-PGPUB; USPAT; USOCR	OR	ON	2006/03/29 14:39
S58	2	((("20020062243") or ("20020091991"))).PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/29 14:51
S59	2	((("6401074") or ("5832457"))).PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 14:35
S60	58901	queue	US-PGPUB; USPAT	OR	ON	2006/03/30 11:13
S61	13146	(point adj (sale purchase))	US-PGPUB; USPAT	OR	ON	2006/03/30 11:14
S62	13	S60 with S61	US-PGPUB; USPAT	OR	ON	2006/03/30 11:16
S63	2901131	number	US-PGPUB; USPAT	OR	ON	2006/03/30 11:16
S64	3431	S60 adj2 S63	US-PGPUB; USPAT	OR	ON	2006/03/30 11:22
S65	33	S61 and S64	US-PGPUB; USPAT	OR	ON	2006/03/30 11:16
S66	1363	S60 adj S63	US-PGPUB; USPAT	OR	ON	2006/03/30 11:24
S67	65755	("235").CLAS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 11:24
S68	5	S66 and S67	US-PGPUB; USPAT	OR	ON	2006/03/30 11:24
S69	1	("5,481,094").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 14:35
S70	1	("5,832,457").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 14:35
S71	62774	coupon advertisement bonus	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S72	212639	(bill adj2 sale) (receipt)	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S73	1174724	pick choose select identify	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17

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S74	3514	(705/14).CCLS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 15:17
S75	4598	S73 near5 S71	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S76	1134	S71 near5 S72	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S77	165	S74 and S75 and S76	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S78	165	S77	US-PGPUB; USPAT	OR	ON	2006/03/30 15:17
S80	223242	age sex demographic	US-PGPUB; USPAT	OR	ON	2006/03/30 15:19
S81	111	S80 and S78	US-PGPUB; USPAT	OR	ON	2006/03/30 15:19
S82	31564	touch adj screen	US-PGPUB; USPAT	OR	ON	2006/03/30 15:19
S83	18	S82 and S81	US-PGPUB; USPAT	OR	ON	2006/03/30 15:20
S84	37030	time adj out	US-PGPUB; USPAT	OR	ON	2006/03/30 15:20
S85	2	S83 and S84	US-PGPUB; USPAT	OR	ON	2006/03/30 15:20
S86	1288388	ratio	US-PGPUB; USPAT	OR	ON	2006/03/30 15:21
S87	13146	(point adj (sale purchase))	US-PGPUB; USPAT	OR	ON	2006/03/30 15:22
S89	65755	("235").CLAS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 15:37
S90	166	S71 and S80 and S82 and S89	US-PGPUB; USPAT	OR	ON	2006/03/30 15:23
S91	26	S71 same S80 same S86	US-PGPUB; USPAT	OR	ON	2006/03/30 15:24
S93	1877	S71 with S80	US-PGPUB; USPAT	OR	ON	2006/03/30 15:24
S94	67	S93 and S89	US-PGPUB; USPAT	OR	ON	2006/03/30 15:24
S95	19	S82 and S94	US-PGPUB; USPAT	OR	ON	2006/03/30 15:24
S96	1174724	pick choose select identify	US-PGPUB; USPAT	OR	ON	2006/03/30 15:26



## EAST Search History

S97	4598	S96 near5 S71	US-PGPUB; USPAT	OR	ON	2006/03/30 15:26
S98	2083	S97 and S80	US-PGPUB; USPAT	OR	ON	2006/03/30 15:26
S99	156	S98 and S89	US-PGPUB; USPAT	OR	ON	2006/03/30 15:26
S10 0	395	S97 same S80	US-PGPUB; USPAT	OR	ON	2006/03/30 15:26
S10 1	11	S100 and S89	US-PGPUB; USPAT	OR	ON	2006/03/30 15:30
S10 2	1076516	customer client user	US-PGPUB; USPAT	OR	ON	2006/03/30 15:30
S10 3	2778	S71 with S102 with S96	US-PGPUB; USPAT	OR	ON	2006/03/30 15:31
S10 4	1758	S71 near5 S102 near5 S96	US-PGPUB; USPAT	OR	ON	2006/03/30 15:31
S10 5	1155	S104 and S80	US-PGPUB; USPAT	OR	ON	2006/03/30 15:31
S10 6	133	S105 and S89	US-PGPUB; USPAT	OR	ON	2006/03/30 15:31
S10 7	24	S106 and S82	US-PGPUB; USPAT	OR	ON	2006/03/30 15:31
S10 8	335	S105 and S74	US-PGPUB; USPAT	OR	ON	2006/03/30 15:38
S10 9	59	S108 and S87	US-PGPUB; USPAT	OR	ON	2006/03/30 15:38
S11 0	90	("4674041"   "4723212"   "4833308"   "4882675"   "4896791"   "4910672"   "4949256"   "5013897"   "5025139"   "5091634"   "5095195"   "5119294"   "5173851"   "5176224"   "5185695"   "5192854"   "5237157"   "5249044"   "5305195"   "5305197"   "5353218"   "5368129"   "5380991"   "5408417"   "5440479"   "5459306"   "5483049"   "5502636"   "5515270"   "5557721"   "5581064"   "Re34915").PN. OR ("5845259").URPN.	US-PGPUB; USPAT; USOCR	OR	ON	2006/03/30 15:48
S11 1	3	((("5,173,851") or ("4,723,212") or ("4,910,672"))).PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/30 15:49

## EAST Search History

S11 2	99	("4554446"   "4703423"   "4723212"   "4825045"   "4833308"   "4896791"   "4908761"   "4910672"   "5056019"   "5095195"   "5173851"   "5237157"   "5305196"   "5319455"   "5327508").PN. OR ("5459306"). URPN.	US-PGPUB; USPAT; USOCR	OR	ON	2006/03/30 16:07
S11 3	1	("6223163").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/31 09:22
S11 4	1	("20010032266").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/31 10:36
S11 5	1	S114 and reduc\$4	US-PGPUB; USPAT	OR	ON	2006/03/31 10:48
S11 7	1	("6267670").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/31 11:10
S11 9	1	S114 and medium	US-PGPUB; USPAT	OR	ON	2006/03/31 11:12
S12 0	1	S114 and computer	US-PGPUB; USPAT	OR	ON	2006/03/31 11:13
S12 7	1	("6223163").PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/31 11:48
S12 8	1	S127 and receipt	US-PGPUB; USPAT	OR	ON	2006/03/31 11:48
S12 9	13146	(point adj (sale purchase))	US-PGPUB; USPAT	OR	ON	2006/03/31 14:24
S13 0	37030	time adj out	US-PGPUB; USPAT	OR	ON	2006/03/31 14:24
S13 1	2	S129 with S130	US-PGPUB; USPAT	OR	ON	2006/03/31 14:25
S13 2	65755	("235").CLAS.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/31 14:25
S13 3	773	S130 and S132	US-PGPUB; USPAT	OR	ON	2006/03/31 14:25
S13 4	128857	default	US-PGPUB; USPAT	OR	ON	2006/03/31 14:25

## EAST Search History

S13 5	558	S130 with S134	US-PGPUB; USPAT	OR	ON	2006/03/31 14:25
S13 6	6	S135 and S132	US-PGPUB; USPAT	OR	ON	2006/03/31 14:26
S13 7	9259	time near5 default	US-PGPUB; USPAT	OR	ON	2006/03/31 14:26
S13 8	102	S137 and S132	US-PGPUB; USPAT	OR	ON	2006/03/31 14:27
S13 9	22	S138 and S129	US-PGPUB; USPAT	OR	ON	2006/03/31 14:28
S14 0	185	S130 and S129 and S132	US-PGPUB; USPAT	OR	ON	2006/03/31 14:29
S14 1	818050	interface	US-PGPUB; USPAT	OR	ON	2006/03/31 14:29
S14 2	1007130	user	US-PGPUB; USPAT	OR	ON	2006/03/31 14:29
S14 3	148049	S142 adj3 S141	US-PGPUB; USPAT	OR	ON	2006/03/31 14:29
S14 4	2	(S130 with S143) and S129	US-PGPUB; USPAT	OR	ON	2006/03/31 14:30
S14 5	4	((("6311165") or ("5459306") or ("6223163") or ("5978772"))).PN.	US-PGPUB; USPAT; EPO; JPO; IBM_TDB	OR	OFF	2006/03/31 15:31